

Message Text

UNCLASSIFIED POSS DUPE

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ACTION EB-07

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TO USDOC WASHDC

INFO SECSTATE WASHDC 6361

UNCLAS LA PAZ 2691

E.O. 11652: N/A

TAGS: BEXP, BL

SUBJ: COMMERCE ANTI-RECESSION EXPORT PROGRAM

REF: STATE 081476

1) APPRECIATE USDOC EFFORTS TO ESTABLISH ANTI-RECESSION EXPORT PROGRAM. BOLIVIA IMPORTS ALL VEHICLES MAINLY FROM BRAZIL, ARGENTINA, GERMANY, JAPAN, SWEDEN, AND U.K. AS THERE ARE NO ASSEMBLY PLANTS. WITH EXCEPTION OF SPECIAL FOUR-WHEEL DRIVE UNITS AND SOME TRUCKS, LOCAL DEALERS NOT IMPORTING FROM U.S.A.

2) LOCAL DODGE, FORD, AND CHEVROLET DEALER IMPORT PASSENGER AUTOS FROM ARGENTINA AND BRAZIL. THIS IS DUE TO LOWER TRANSPORTATION COSTS BUT MORE IMPORTANT, BETTER CREDIT TERMS. "USA MADE" VEHICLES ARE PURCHASED BY INDIVIDUALS OR SMALL COMPANIES DIRECTLY THROUGH U.S. BASED AGENCIES.

3) COMMATT APPRECIATES IMPORTANCE OF ESTABLISHING LOCAL REPRESENTATIVES AND ALL VEHICLES OPPORTUNITIES HAVE BEEN TURNED OVER TO LOCAL REPRESENTATIVES. HOWEVER, AS THERE ARE HUNDREDS OF U.S. AGENCIES CAPABLE OF SELLING IN BOLIVIA AND AS DODGE, FORD, AND CHEVROLETS ARE NOT EXPORTED FROM U.S., ADVISE WHETHER THIS TYPE OF AN OPPORTUNITY CAN BE SUBMITTED TO TRADE OPPORTUNITIES PROGRAM.

4) BOLIVIANS PREFER "USA MADE" VEHICLES. RECENTLY COMMERCIAL SECTION RECEIVED SEVERAL INQUIRIES TO LOCATE AUTOS IN U.S.A. COMMATT HOLDS REQUEST FOR 200 AUTOS FROM FEDERACION UNCLASSIFIED UNCLASSIFIED

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DEPARTAMENTAL DE COOPERATIVAS DE TRANSPORTES DE LA PAZ LTD. UNITS TO BE USED AS TAXIS. COOPERATIVE IS SEEKING FINANCING

(FCIA)

5) ACTION REQUESTED: (A) ADVISE WHETHER AUTOMOTIVE TRADE OPPORTUNITIES CAN BE SUBMITTED THROUGH IN BOLIVIA FORD, DODGE, CHEVROLET DEALERS ARE PRESENT BUT IMPORTING FROM ARGENTINA AND BRAZIL. (B) ADVISE WHETHER SUBMISSION OF OPPORTUNITY PER PARAGRAPH FOUR SHOULD BE SUBMITTED.

NOTE: POSSIBLY COMMATT HAS ERRED IN NOT PREVIOUSLY SUBMITTING VEHICLE OPPORTUNITIES.

STEDMAN

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